

HIE Finance Workgroup Meeting Summary - DRAFT  
January 20, 2010

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Hosts: Steven Henry and Larry Ozeran, Co-Chairs

Staff: Joseph Ray, Manatt and Alana Ketchel, Consultant to CHHS

Notes:

- *Minutes from last week are posted on Project Space*
- *Next Meeting: Weds, Jan. 27, 2010 @ 11 AM PST*

Partial List of Attendees:

<ul style="list-style-type: none"><li>• Lynn Barr</li><li>• Connie Berg</li><li>• Rena Burns</li><li>• Martin Devon</li><li>• Robert Forster</li><li>• Lora Gilmore</li><li>• Suzanne Giorgi</li><li>• Steven Henry</li></ul>	<ul style="list-style-type: none"><li>• Ronald Leeruangsri</li><li>• Karma Manni</li><li>• Mason Matthews</li><li>• Jeff Newman</li><li>• Sheila Shima</li><li>• Colleen Sullivan</li><li>• David Weinberg</li></ul>
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**Action Items:**

- New Principles 4 and 8 tabled for more discussion (and hopefully resolution) at the next meeting.
- Staff and co-chairs will request speaker at next meeting to discuss revenue and sustainability models of existing HIOs around the country [*We have tentatively scheduled Laura Kolkman to speak on 2/3/10 as she was unavailable this week*]
- Staff and workgroup members will post existing HIE sustainability models to workspace
  - Workgroup members to e-mail HIEs they would like to see more information on to [jdray@manatt.com](mailto:jdray@manatt.com) or [alana.ketchel@gmail.com](mailto:alana.ketchel@gmail.com)
- All to begin populating Working Draft Operational Plan Outline

**Meeting Summary:**

1) Meeting Minutes

- January 13<sup>th</sup> minutes approved.

2) Deliverables/Timeline for Operational Plan

- Reviewed Timeline posted in documents section. Key dates:

- Feb. 1: First Draft of Workgroup Sections of Operational Plan Due
- Feb. 26: Final input from all workgroups due, public input starts
- Mar. 19: Cutoff date for public input
- Mar. 31: Submitted to ONC

### 3) Project Spaces Discussion: Principles

*(Referring to Version 3 of Shared Document called "Principles" in Documents tab of ProjectSpaces)*

- Principle 1: Split into two principles (now principles 1 and 3). Principle 1 now reads: "Our positions should reflect a consensus". A second principle should be added to emphasize evaluation and prioritization of alternatives as there may be many alternatives with no clear right or wrong answer. It will read: "Our ultimate decisions should be based upon evaluation of alternatives, that are subsequently prioritized."
- Principle 2: Left unchanged: "We need to hear dissent when there is any"
- Principle 3: Currently "Considering the amount of work that must be done and the limited resources available, we must prioritize the most cost-effective HIE projects and start with projects that HIOs are already intending to pursue." Group discussed whether or not there should be a more pointed reference to what projects we are talking about, i.e. existing projects HIOs around the country are pursuing vs. new projects that California HIOs expect to pursue. Tabled until next week for rewording in the interest of time.
- Principle 4: Changed wording from "should spend minimum funds" and emphasized that business case should be about sustainability to read: "The State should use a "best value" approach to statewide "shared" services and choose only shared services that have a business case that is sustainable."
- Principle 5: Left unchanged: "The State should spend some of the available funds as grants for advancing HIE in the State."
- Principle 6: Left unchanged, recognizing profit may not be the perfect word: "Everyone pays their fair share, and everyone shares in paying – seek to find the breakpoint of "profit" for each stakeholder to provide a potential revenue stream."
- Principle 7: Currently "Allow for flexible forms of payment if possible on State-wide level." Group discussed whether or not there should be more than one model of payment allowed and whether or not this is practical to manage on a statewide basis. Tabled for further discussion next week.
- Principle 8: Left unchanged: "Optimize costs"
- Principle 9: Left unchanged: "Maintain transparency"
- Principle 10: Left unchanged: "Plan conservatively and proceed incrementally"
- Principle 11: Left unchanged: "Focus on value"

### 4) Project Spaces Discussion: Straw Models

*(Referring to three Shared Documents in Project Space (State Heavy, State Light - HIO Heavy, and State Moderate – HIO Light Approach)*

- No comments on models themselves.
- Suggestion to arrange a speaker that could discuss sustainability and revenue models of HIEs around the country so we could use that as a starting point for discussion. Ideally, focus on states that are pretty close to being sustainable, realizing that several obtained fairly substantial grant funds. (Examples raised: HeathBridge, Regenstrief, New York State)
- Suggestion to post documentation as well in Models section of workspace, such as CA eHealth Collaborative talk on HealthBridge.
- Group encouraged to continue to contribute to Straw Models development on the workspace.

5) Operational Plan Draft

*(Referring to Shared Document called “HIE Finance Working Operational Plan Outline” in Documents tab of workspace)*

- Request that between now and next week, the group review the content we have put together from all the other sections of the workspace (straw models, principles, etc.) and begin to populate the outline

6) Meaningful Use NPRM Feedback

*(Referring to Shared Document called “Meaningful Use Feedback” in Documents tab of workspace)*

- Group should provide feedback around what meaningful use rules they think are good, bad or should be modified. There is a new shared document specifically to collect that feedback.

*Call completed at 11:52 AM.*